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# Example of Financial Sales Representative Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of financial sales representative. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for financial sales representative

* Utilize consultative sales approach to identify opportunities with specific HPE and HP authorized partners and end-user customer accounts
* Maintain and grow existing relationship with Partners
* Pass large deal leads or leads outside of territory to appropriate HPE Financial Services sales team
* Engage & educate specific Partners, HPE / HP & Call Center sales teams and end-user customers on the benefits of leasing and the leasing process, TCO analysis
* Work with HPEFS Operations Teams to ensure customer satisfaction and service standards are achieved
* Generate and maintain highly satisfied clients and partners
* Viewed as a trusted business advisor to the customer/partner and uses in-depth knowledge of company technology, products and services to help customers/partners formulate strategy and direction
* Work with senior sales representatives to identify new business opportunities in the SEA region
* Develop & execute a sales strategy for exceeding sales goal within assigned territory
* Adhere to LFD’s Culture of Compliance

## Qualifications for financial sales representative

* Proven track record in consultative sales is a plus
* Work effectively in a team-based environment independently
* Experience having used other data vendor services such as Factset, Bloomberg, Thomson Reuters, Fitch, Moody’s, etc would be a plus
* 3+ years experience in Inside Sales environment
* Degree qualification in a Bachelor of Business or similar field
* Proven lead generation capability in a fast paced environment, with a drive for results